



G. N. Kuruc, Jr.  
Key Account Manager  
400 Raritan Center  
Edison, N. J. 08837  
908-225-4774  
Voice Mail 43778

**FAXED**

September 25, 1996

Mr. Philip Baseil  
Quick Chek Food Stores  
Box 600 Old Highway  
Whitehouse Station, NJ 08889

Dear Phil:

We are pleased to announce a special Forsyth Program for COURIER for the fourth quarter 1996 to assist you in generate sales at retail. During the time frame of November 4 through December 13, 1996, we will allow you to purchase an extra one week's average sales of COURIER at \$1.00 off invoice. This savings can be passed on to your customers, and will not be deducted from your Forsyth Alliance Accrual Program Fund. Details of the Program are listed below:

One week's average sales of COURIER (determining period 6/1-8/31) listed below:

Full Flavor Box	60 cartons
Full Flavor 100s	180 cartons
Light King	60 cartons
Light Box	60 cartons
Light 100s	180 cartons
Light Menthol King	60 cartons
Light Menthol 100s	240 cartons
Ultra King	60 cartons
Ultra 100s	180 cartons

- Product ship dates to stores from McLane November 4-December 13
- All product invoiced at \$1.00 off per carton
- Promotion option:       Packs can be stickered at \$.10 off  
                                      Cartons can be couponed or stickered at \$1.00 off

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# **PROMOTION #650 - FORECAST AND ORDER FORM** **FORSYTH PARTNERS 4th QUARTER, 1996 PROMOTION**

(Extra product needed to support a promotion not scheduled in the Work Plan)

Today's Date

(Submit form at least 4 weeks prior to promotion)

Who we can contact if we have questionsIs this a Chain, Wholesaler, or Division wide promotion?

RJR Contact Name

G. N. Kuruc, Jr.

RJR Contact Phone

908-225-4774

Chain Name

Quick Chek Food Stores

Chain ID

0919-00-00

or Wholesaler Name

Wholesaler Account #

or Division # (if Division wide)

Describe the promotion, with specific value if known (Example: buy-down, accrual dollars, special pre-booking, etc.):

**Forsyth Private Label Partners Promotion for the 4th Quarter, 1996****\$1.00 Off Per Carton**

Enter Direct Account #, Public Warehouse # (if known), PO # and EFT Code for each location.

<b>DIRECT ACCOUNT SIS #</b>					
<b>PUBLIC WAREHOUSE #</b>					
<b>REQUESTED SHIP DATE</b>					
<b>PO #</b>					
<b>EFT CODE</b>					
<b>Brand Style Names (PRINT LEGIBLY)</b>	<b>UPC (for Customer Service use only)</b>	<b>Order Quantity</b>	<b>Order Quantity</b>	<b>Order Quantity</b>	<b>Order Quantity</b>
Courier FF Box		1			
Courier FF 100s		3			
Courier Light King		1			
Courier Light Box		1			
Courier Light 100s		3			
Courier Light Menthol		1			
Courier Light Men. 100s		4			
Courier Ultra King		1			
Courier Ultra 100s		3			

Comments/Special Instructions:

FAX this form to Promotions Area: 910-741-2156

Direct questions to: 910-741-3521, 3078, 3545

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